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ABSTRACT

Based on the premise that changes in technology and organizational development suggest that 75% of people working today are likely to need training within the next 10 years, this book addresses training as one of the most effective ways to learn the new skills and knowledge needed for the future. The book sees opportunities for outstanding trainers as immense. And to answer the question of what makes outstanding trainers, the book offers NLP (Neurolinguistic Programming) modeling skills. According to the book, NLP is a form of generative learning--i.e., learning to learn--and NLP gives an individual the knowledge and skills to learn faster and to teach others to learn faster and better. The book focuses on (1) discovering how the skills of top trainers can work for any person; (2) communicating at different psychological levels simultaneously; (3) learning to improve presentation skills; (4) enhancing self confidence; (5) turning difficult questions to personal advantage; (6) designing and evaluating more effective training; and (7) increasing personal influence on training strategy. (NKA)

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